

**Proposal Evaluation Summary**  
**Records Management System for Fire Department – RFP #PUR0216-145**  
**Proposals opened April 5, 2016**

**Evaluators:**

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**Proposals received in alphabetical order:**

Firm Name	Location
Emergency Reporting	Bellingham, WA
FDM Software LTD	North Vancouver, BC, Canada
ICO Technologies	Quebec, Canada
ImageTrend, Inc.	Lakeville, MN
The Fire Horn	Paducah, KY
Xerox FIREHOUSE Software	Des Moines, IA

Top two proposals:

**1. Emergency Reporting**

Bellingham, WA

Criteria	Points
RMS Software	262.50
Qualifications and Experience	262.50
Financial Proposal (see page 2)	270.00
Responsiveness	85.00
Total Evaluation Points	880.00

**Facts:**

- Web-based fire and EMS reporting and records management system serving fire-rescue industry since 2003.
- System is always mobile with unlimited concurrent users.
- Default codes are set up to customize the system to best serve the Fire Department’s specific needs. System can be changed over time to adapt to changing requirements.
- System is compliant with both NFIRS and NEMSIS reporting as required in the RFP as well as other customized reporting capabilities.
- One incident report populates all modules so there is no need to manually transfer data.
- Very competitive financial proposal.

**2. Xerox FIREHOUSE Software**

Des Moines, IA

Criteria	Points
RMS Software	217.50
Qualifications and Experience	210.00
Financial Proposal (see page 2)	157.50
Responsiveness	80.00
Total Evaluation Points	665.00

**Facts:**

- FIREHOUSE Software has been in business for 24 years; acquired by Xerox in 2009.
- Ability to provide both software and hosting services to meet all of the RFP requirements as a single vendor.
- System is compliant with both NFIRS and NEMESIS reporting as required in the RFP as well as other customized reporting capabilities.
- Versatile system with many scalable solutions and features.
- Financial proposal at high end of competitive range

**Recommendation for Award:**

The evaluation team ranked each proposal independently and chose Emergency Reporting as the top proposal for the following reasons:

- Closest match to functionality requirements identified in RFP
- Functionality described in RFP and demonstrated to the evaluation committee fully meets department needs
- Company's performance and follow through confirmed by positive references
- Very competitive financial proposal

**Financial Submittals:**

Firm Name	Option 1 Software Installed	Option 2 Cloud / Web-based
Emergency Reporting	n/a	Year 1: \$30,799 Ongoing: \$19,206/yr
FDM Software LTD	Year 1: \$127,150 Ongoing: \$18,180/yr	n/a
ICO Technologies	Year 1: \$120,175 Ongoing: \$18,450/yr	n/a
ImageTrend, Inc.	Year 1: \$53,000 Ongoing: \$15,700/yr	Year 1: \$34,560 Ongoing: \$27,060
The Fire Horn	Year 1: \$175,000 Ongoing: \$12,000/yr	Year 1: \$12,000 Ongoing: \$17,500
Xerox FIREHOUSE Software	Year 1: \$101,900 Ongoing: \$29,160/yr	Year 1: \$68,444 Ongoing: \$50,944/yr